

Message Text

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PAGE 01 MANILA 02713 170809Z

ACTION EA-12

INFO OCT-01 ISO-00 EB-08 OES-07 /028 W

-----061868 172158Z /73

R 170716Z FEB 78

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO SECSTATE WASHDC 1882

UNCLAS MANILA 2713

COMMERCE FOR ROBERT S. KEWMDSR

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJECT: SCIENTIFIC, INDUSTRIAL & MEDICAL INSTRUMENTATION EXHIBITION

REF: PROPOSAL THAT HARRY STRINGER (USDOC TYPE I MANILA AUGUST19-21,
1978) VISIT MANILA TO HELP RECRUIT FOR MEDICAL SHOW:
KELLY/MARTIN TELECON FEB. 13

1. SINCE JANUARY, WE HAVE BEEN RECRUITING LOCALLY FOR
SUBJECT SHOW THROUGH AN INTENSIVE TELEPHONE CAMPAIGN WHICH
TO DATE HAS RESULTED IN A DEFINITE COMMITMENT FROM ONE LOCAL
COMPANY. SOME OF THE PEOPLE WHOM WE APPROACHED HAVE COMPLAINED
THAT THE PARTICIPATION FEE IS TOO HIGH. TO OVERCOME THIS
OBJECTION, WE HAVE SUGGESTED THAT THEY SHARE THE COSTS AMONG
THEIR U.S. SUPPLIERS.

2. POST'S COMMITMENT TO SUPPORT TWO COMMERCE SPONSORED EVENTS,
THE FOOD PROCESSING & PACKAGING TRADE MISSION AND PACKAGING
USA V/CE SCHEDULED BACK TO BACK IN MARCH, A MARKET STUDY
ON GEOPHYSICAL EQUIPMENT WHICH IS DUE MARCH 30, THE CURRENT
WORK ON THE ENERGY SYSTEMS TECHNICAL SEMINAR, A U.S. SOLO EXHIBITION
FEBRUARY 22-24 AND PRELIMINARY WORK ON THE STATE OF
ILLINOIS IOGA TRADE MISSION IN APRIL PREVENT US FROM
CONTINUING RECRUITMENT EXCEPT TO HOST A LUNCHEON MEETING
ON FEBRUARY 28 TO REACH ALL POTENTIAL PARTICIPANTS AT
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ONE TIME. SINCE WE UNDERSTAND HARRY STRINGER IS NOW IN AUSTRALIA,
WE AGREE WITH KELLY SUGGESTION THAT IT MIGHT BE HELPFUL IF HE
COULD STOP HERE FOR OUR LUNCHEON. CONSIDERING THE WORKLOAD RELATED
ABOVE, WE WOULD NOT HAVE RESOURCES TO ASSIST HIM IN SETTING-UP
APPOINTMENTS, BUT HE COULD MAKE FOLLOW UP APPOINTMENTS
HIMSELF AT THE LUNCHEON.

4. POST APPRECIATES EXCELLENT COOPERATION WHICH COMMERCE
IS GIVING US IN OUR TRADE PROMOTION PROGRAM.
NEWSOM

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Message Attributes

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Disposition Date: 01 jan 1960
Disposition Event:
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Original Previous Classification: n/a
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